

## Message Text

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71

ACTION ARA-10

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TO USDOC WASHDC

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UNCLAS ASUNCION 3138

E.O. 11652: N/A

TAGS: BBSR, PA

SUBJ: WTDR - VICENTE SCAVONE Y CIA. E. E I.S.A.

REF: USDOC 11012

1. ADDRESS: CASILLA POSTAL 427, CALLE PRESIDENTE  
FRANCO 570, ASUNCION, PARAGUAY. CABLE: FARMAVONE.  
PHONE: 90251. OFFICER: DR. PASCUAL SCAVONE, PRESIDENT.

2. LARGE FIRM ESTABLISHED IN 1935. EMPLOYS 160 OF WHICH  
25 ARE ADMINISTRATIVE PERSONNEL, 6 COUNTER SALES PEOPLE,  
11 VISITING SALESMEN WHO ALSO TRAVEL TO THE INTERIOR, AND  
16 SALES PROMOTION PEOPLE. THE BALANCE IS TECHNICAL  
PERSONNEL AND WORKERS ENRVGED I LABORATORY AND MANUFACTURING  
ACTIVITIES. ACTS AS IMPORTER, AGENT, DISTRIBUTOR AND  
MANUFACTURER OF BIOLOGICALS FOR HUMAN AND VETERINARY USE;  
PHARMACEUTICAL AND MEDICINAL PREPARATIONS; SOAP;  
CLEANERS AND TOILETRIES; ALSO AS IMPORTER, AGENT AND  
DISTRIBUTOR OF OPHTHALOMOLOGICAL GOODS, MEDICAL INSTRUMENTS  
AND SUPPLIES, SCIENTIFIC AND LABORATORY GLASSWARE,  
MEDICINAL AND HEALTH SUPPLIES, DRUG AND MEDICAL  
SUNDRIES, AGRICULTURAL AND INDUSTRIAL CHEMICALS,  
GUM AND WOOD CHEMICALS, HEAVY AND LIGHT CHEMICALS.

3. FINANCIAL REFERENCES: CITIBANK, N.A., CASILLA POSTAL  
1174; BANCO DE LONDRES Y AMERICA DEL SUD LTDO.,  
CASILLA POSTAL 696, BOTH OF ASUNCION, PARAGUAY.  
TRADE REFERENCES: THE MENNEN COMPANY, HANOVER AVENUE,  
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NORRISTOWN NJ 07960, TOILETRIES, SINCE 1938. CYANAMID

INTERNATIONAL, LEDERLE DIVISION, WAYNE, NJ 07470.

4. MAJOR FIRMS REPRESENTED: THE MENNEN COMPANY, HANOVER AVENUE, NORRISTOWN, NJ 07960, TOILETRIES, SINCE 1938; SEARLE DE MEXICO S.A., APARTADO 1848, MEXICO D.F., MEXICO, PHARMACEUTICALS, SINCE 1951; WILLIAM R. WARNER Y CIA. S.A. (WARNER-LAMBERT), SARMIENTO 3401, BUENOS AIRES, ARGENTINA, PHARMACEUTICALS, SINCE 1951; CYANAMID INTERNATIONAL LEDERLE DIVISION, WAYNE, NJ 07470, PHARMACEUTICALS (US, ARGENTINA) SINCE 1962; A.R. WINARICK, INC., 225 PARK AVENUE SOUTH, NEW YORK NY 10017, COSMETICS, SINCE 1966; IMPERIAL CHEMICAL INDUSTRIES LTD., IMPERIAL CHEMICAL HOUSE, MILLBANK, LONDON SW1, ENGLAND, DRUGS AND CHEMICALS (U.K., ARGENTINA, URUGUAY) SINCE 1968.

5. VICENTE SCAVONE IS ONE OF THE TWO LEADING PARAGUAYAN FIRMS FOR THE PRODUCTS LISTED IN THIS REORT. FOREIGN AGENCY, LABORATORIES, MANUFACTURING WHOLESALING AND RETAILING ARE ALL DIRECTED FROM ITS OWN PREMISES IN VARIOUS PARTS OF ASUNCION.THE FIRM NOT ONLY MANUFACTURES ITS OWN PRODUCTS UNDER THE BRAND NAME OF LASCA BUT ALSO MAKES SOME 600 PRODUCTS OF WELL KNOWN FOREIGN BRANDS UNDER LICENSE. SCAVONE IS MANAGED BY TWO BROTHERS (CHEMISTS, PHARMACISTS), SONS OF THE FOUNDER. THE SCAVONES ARE RELATED TO THE SCAVONES WHO OWN SCAVONE HERMANOS Y CIA. S.A. (SAME LINES, AND THE ONLY COMPETITOR OF SIMILAR SIZE), AND DOMINGO SCAVONE (A MEDIUM-SIZE PHARMACY), BOTH OF ASUNCION. THESE THREE FIRMS ARE INDEPENDENTLY RUN AND THERE ARE NO APPARENT BUSINESS CONNECTIONS AMONG THEM. SUBJECT FIRM'S MANUFACTURES, INCLUDING PRODUCTS MADE UNDER FOREIGN LICENSE, MAKE UP APPROXIMATELY 50 PERCENT OF ITS TOTAL GROSS SALES. THIS FAMILY-TYPE CORPORATION OWNS AND OPERATES A MEDIUM-SIZE RETAIL PHARMACY AND TOILETRIES STORE AND AT THE PRESENT TIME IS ORGANIZING A SEPARATE COMPANY WHICH WILL HANDLE THE LIGHT AND HEAVY CHEMICALS LINES EXCLUSIVELY. SCAVONE MAINTAINS GOOD RELATIONS WITH CLINICS AND HOSPITALS; PARTICIPATES ACTIVELY IN GOVERNMENT TENDERS; ADVERTISES ADEQUATELY; AND ITS BUSINESS AND CREDIT RECORD IS GOOD. THE SCAVONES HAVE BEEN ABLE TO INVEST OVER THE YEARS IN VERY VALUABLE REAL ESTATE

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HOLDINGS WHICH, WHILE OWNED PRIVATELY BY MEMBERS OF THE FAMILY, ON OCCASION ARE USED TO GUARANTEE THE FIRM'S CREDIT COMMITMENTS.

6. JULY 1976.  
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